

Message Text

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COMMERCE FOR BEWT/SEVERANCUW

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TAGS: ETRD, BEXP, PL

SUBJECT: PROGRESS ON BUSINESS FACILITIES

1. AFTER MANY MONTHS OF FRUITLESS EFFORT, PROGRESS IS BEING MADE ON THE BUSINESS-FACILITIES FRONT. DURING A SERIES OF RECENT CONVERSATIONS, MINISTRY OF FOREIGN TRADE OFFICIALS HAVE INFORMED EMBASSY ECONOMIC AND COMMERCIAL OFFICERS OF A NUMBER OF POSITIVE STEPS.

A. BEGINNING THIS YEAR, LICENSES FOR FOREIGN FIRMS WILL BE FOR TWO YEARS RATHER THAN ONE AS PREVIOUSLY.

B. FOREIGN FIRMS WOULD NOT BE FORCED TO MOVE INTO THE SOON-TO-BE-FINISHED POLISH FOREIGN TRADE CENTER WITH ALL OF ITS DISADVANTAGES AND WOULD BE ALLOWED TO FIND THEIR OWN SPACE ELSEWHERE OR EVEN TO BUILD THEIR OWN OFFICE BUILDINGS.

C. THE AUSTRIAN AFFILIATE OF OTIS ELEVATOR HAS BEEN PERMITTED TO SELL SOME OF ITS PRODUCTS AND SERVICES FOR ZLOTYS WHICH IT CAN USE TO MEET LOCAL EXPENSES OF THE COMPANY. MFT OFFICIALS INDICATED THAT OTHER U.S. FIRMS SHOULD BE ABLE TO NEGOTIATE SIMILAR ARRANGEMENTS FOR THEMSELVES.

D. AFTER MANY MONTHS OF DELAY, DU PONT WAS FINALLY INFORMED JANUARY 28 THAT IT WILL BE PERMITTED TO TERMINATE ITS CURRENT RELATIONSHIP WITH ONE OF THE

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GOVERNMENT'S REPRESENTATION AGENCIES AND WILL RECEIVE A

LICENSE TO OPEN ITS OWN OFFICE IN POLAND.

2. IN ADDITION, EARLIER FEARS THAT RESIDENT AMERICAN BUSINESSMEN WOULD BE REQUIRED TO EXCHANGE \$10.00 PER DAY AT THE 33.20 RATE HAVE PROVED UNFOUNDED. THERE ARE ALSO ENCOURAGING SIGNS THAT THE LICENSE-ISSUING OFFICE OF MFT IS WILLING AND ABLE TO PROVIDE THE MUCH NEEDED ORIENTATION ON SETTING UP AN OFFICE WHICH INCOMING AMERICAN FIRMS HAVE FOUND SO ALCKING IN THE PAST.

3. ONE MFT OFFICIAL NOTED THAT MUCH OF THIS PROGRESS WAS POSSIBLE BECAUSE THE NEW MINISTER OF FOREIGN TRADE, JERZY OLSZEWSKI, WAS TAKING A MUCH MORE PRAGMATIC APPROACH TO MANY OF THESE PROBLEMS.

4. COMMENT: THE EMBASSY IS PLEASED THAT SOME FORWARD MOTION IS FINALLY BEING MADE ON THIS IMPORTANT ISSUED, BUT WE REALIZE THAT MORE PROGRESS IS NECESSARY BEFORE THE SITUATION WILL BE FULLY SATISFACTORY. FOR THE MOMENT., AT LEAST, POLISH OFFICIALS SEEM TO BE TRYING TO BE HELPFUL.
DAVIES

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